**SEC 1972** (6-02)

Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

#### ATTENTION

Failure to file notice in the appropriate states will not result in a loss of the federal exemption. Conversely, failure to file the appropriate federal notice will not result in a loss of an available state exemption unless such exemption is predicated on the filing of a federal notice.



UNITED STATES CURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

### FORM D

NOTICE OF SALE OF SECURITIES PURSUANT TO REGULATION D, SECTION 4(6), AND/OR UNIFORM LIMITED OFFERING EXEMPTION

Expires:May 31, 2005 reod s.e.c. Estimated average burden hours per response. . . 1.00

1088

JUL 1 1 2003

SEC USE ONLY Prefix Serial DATE RECEIVED

OMB APPROVAL

OMB Number: 3235-0076

Name of Offering ( check if this is an amendment and name has changed, and indicate change.)

Arbor Realty Trust, Inc. – Offer and Sale of Units, each consisting of five shares of Common Stock, par value \$.01 per share, and on Warrant to purchase one additional share of Common Stock

Filing Under (Check box(es) that apply:)

Rule 505

**区** Rule 506

Section 4(6)

M D

ULOE

Amendment Type of Filing: New Filing A. BASIC IDENTIFICATION DATA Enter the information requested about the issuer Name of Issuer ( check if this is an amendment and name has changed, and indicate change.) Arbor Realty Trust, Inc. Address of Executive Offices Telephone Number (Including **NANCON**de) (Number and Street, City, State, Zip Code) (516) 832-8003 333 Earle Ovington Boulevard, Suite 900, Uniondale, New York 11553 Address of Principal Business Operations (Number and Street, City, State, Zip Code) Telephone Number (Including Area Code) (if different from Executive Offices) Brief Description of Business Real estate investment trust company Type of Business Organization limited partnership, already formed limited partnership, to be formed ☑ corporation other (please specify): limited liability company 📰 business trust Month Year 3 Estimated Actual or Estimated Date of Incorporation or Organization: Actual

# **GENERAL INSTRUCTIONS**

#### Federal:

Who Must File: All issuers making an offering of securities in reliance on an exemption under Regulation D or Section 4(6), 17 CFR 230.501 et seq. or 15 U.S.C. 77d(6).

CN for Canada; FN for other foreign jurisdiction)

When to File: A notice must be filed no later than 15 days after the first sale of securities in the offering. A notice is deemed filed with the U.S. Securities and Exchange Commission (SEC) on the earlier of the date it is received by the SEC at the address given below or, if received at that address after the date on which it is due, on the date it was mailed by United States registered or certified mail to that address.

Where to File: U.S. Securities and Exchange Commission, 450 Fifth Street, N.W., Washington, D.C. 20549.

Jurisdiction of Incorporation or Organization: (Enter two-letter U.S. Postal Service abbreviation for State:

Copies Required: Five (5) copies of this notice must be filed with the SEC, one of which must be manually signed. Any copies not manually signed must be photocopies of the manually signed copy or bear typed or printed signatures.

Information Required: A new filing must contain all information requested. Amendments need only report the name of the issuer and offering, any changes thereto, the information requested in Part C, and any material changes from the information previously supplied in Parts A and B. Part E and the Appendix need not be filed with the SEC.

Filing Fee: There is no federal filing fee.

This notice shall be used to indicate reliance on the Uniform Limited Offering Exemption (ULOE) for sales of securities in those states adopted ULOE and that have adopted this form. Issuers relying on ULOE must file a separate notice with the Securities Administrator in each state where sales are to be, or have been made. If a state requires the payment of a fee as a precondition to the claim for the exemption, a fee in the proper amount shall accompany this form. This notice shall be filed in the appropriate states in accordance with state law. The Appendix to the notice

### A. BASIC IDENTIFICATION DATA

2. Enter the information requested for the following:

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- Each promoter of the issuer, if the issuer has been organized within the past five years;
- Each beneficial owner having the power to vote or dispose, or direct the vote or disposition of, 10% or more of a class of equity securities of the issuer;
- Each executive officer and director of corporate issuers and of corporate general and managing partners of partnership issuers; and
- Each general and managing partner of partnership issuers.

Check Box(es) that Apply: Promoter Beneficial Owner Executive Officer Director General and/or
Managing Partner
Full Name (Last name first, if individual)
Arbor Commercial Mortgage, LLC*
Business or Residence Address (Number and Street, City, State, Zip Code)
333 Earle Ovington Boulevard, Suite 900, Uniondale, New York 11553
Check Box(es) that Apply: Promoter  Beneficial Owner Executive Officer Director General and/or
Managing Partner
Full Name (Last name first, if individual)
Kaufman, Ivan**
Business or Residence Address (Number and Street, City, State, Zip Code)
333 Earle Ovington Boulevard, Suite 900, Uniondale, New York 11553
333 Euric Ovington Boulevard, State 700, Ontondate, New York 11333
Check Box(es) that Apply: Promoter   Beneficial Owner   Executive Officer   Director   General and/or
Managing Partner
Full Name (Last name first, if individual)
Herbst, Frederick C.
Tierosi, Frederick C.
Business or Residence Address (Number and Street, City, State, Zip Code)
333 Earle Ovington Boulevard, Suite 900, Uniondale, New York 11553
333 Earle Ovington Boulevald, Suite 900, Oniondale, New Tork 11333
Check Box(es) that Apply:   Promoter   Beneficial Owner   Executive Officer   Director   General and/or
Managing Partner
Full Name (Last name first, if individual)
Palmier, Daniel M.
Business or Residence Address (Number and Street, City, State, Zip Code)
Dusiness of Residence Address (Number and Silver, City, State, 21p Code)

333 Earle Ovington Boulevard, Suite 900, Uniondale, New York 11553

- \* Arbor Commercial Mortgage, LLC ("ACM") holds 100% of the outstanding shares of the issuer's Special Voting Preferred Stock. The sole managing member of ACM is Arbor Management, LLC ("AM"), of which the only members are Ivan Kaufman and his wife, Lisa Kaufman. Ivan Kaufman, the Ivan and Lisa Kaufman Family Trust, the Ivan Kaufman Grantor Retained Annuity Trust and AM (collectively, the "Kaufman entities") together hold an approximately 88% membership interest in ACM.
- \*\* Mr. Kaufman is deemed to be the beneficial owner of more than 10% of a class of equity securities of the issuer because the Kaufman entities have an approximately 88% membership interest in ACM which holds 100% of the issuer's Special Voting Preferred Stock.

	<u> </u>			
Check Box(es) that Apply: ☐ Promoter	☐ Beneficial Owner	Executive Officer	☐ Director	☐ General and/or  Managing Partner
Full Name (Last name first, if individual)	-			
Weber, Fred				
Business or Residence Address (Number ar	nd Street, City, State, Z	Lip Code)		
333 Earle Ovington Boulevard, Suite 900, U	niondale, New York 1	1553		
Check Box(es) that Apply:   Promoter	☐ Beneficial Owner	☐ Executive Officer	☑ Director	☐ General and/or Managing Partner
Full Name (Last name first, if individual)				
Martello, Joseph				
Business or Residence Address (Number an	d Street, City, State, Z	(ip Code)		
333 Earle Ovington Boulevard, Suite 900, U	niondale, New York 1	1553		
	☐ Beneficial Owner	☐ Executive Officer	☑ Director	☐ General and/or Managing Partner
Full Name (Last name first, if individual)				
Bernstein, Jonathan A.				
Business or Residence Address (Number an	d Street, City, State, Z	ip Code)		
333 Earle Ovington Boulevard, Suite 900, U	niondale, New York 1	1553		
	☐ Beneficial Owner	☐ Executive Officer	☑ Director	☐ General and/or Managing Partner
Full Name (Last name first, if individual)				
Helmreich, William				
Business or Residence Address (Number an	d Street, City, State, Z	ip Code)		
333 Earle Ovington Boulevard, Suite 900, Un	niondale, New York 1	1553		
	☐ Beneficial Owner	☐ Executive Officer	☑ Director	☐ General and/or Managing Partner
Full Name (Last name first, if individual)		<del></del>		
Kojaian, C. Michael				
Business or Residence Address (Number an	d Street, City, State, Z	ip Code)		
333 Earle Ovington Boulevard, Suite 900, Un	niondale, New York 11	1553		

(Use blank sheet, or copy and use additional copies of this sheet, as necessary.)

					В. 1	NFORM	ATION A	BOUT O	FERING				
1.	Has th	e issuer s	sold, or do	es the issu	er intend to	o sell, to n	on-accredi	ted invest	ors in this o	offering?			Yes ?
				I	Answer also	o in Apper	ndix, Colu	mn 2, if fi	ing under	ULOE.			
2.	What i	is the mir	nimum inv	estment th	at will be a	accepted f	rom any in	idividual?				***************************************	\$69.75/Unit
3.	Does t	he offeri	ng permit	joint owne	ership of a	single unit	:?						Yes 1
4.	similar an asse broker	r remune ociated p or deale	ration for some	solicitation agent of a than five	n of purcha broker or (5) persons	sers in co dealer re	nnection v gistered w	vith sales of the SE	of securitie C and/or v	s in the of with a stat	fering. If a	a person to s, list the r	nmission or be listed is name of the set forth the
Full	Name	(Last nai	ne first, if	individua	1)								
		ities LLC		a (Mumba	r and Stree	t City St	ata Zin Ca	, da)					
				-		•	-	ide)					
			Broker of		an Franciso	co, CA 94	111-3/02					<del></del>	
					ited or Inte				<del></del>				
•					States)								⊠All Sta
_	[AL] [IL]	[AK] [IN]	[AZ] [IA]	[AR] [KS]	[CA] [KY]	[CO] [LA]	[CT] [ME]	[DE] [MD]	[DC] [MA]	[FL] [MI]	[GA] [MN]	[HI] [MS]	[ID] [MO]
	MT]	[NE]	[NV]	[NH]	[NJ]	[NM]	[NY]	[NC]	[ND]	[OH]	[OK]	[MS]	[PA]
_	[RI]	[SC]	[SD]	[TN]	[TX]	[UT]	[VT]	[VA]	[WA]	[WV]	[WI]	[WY]	[PR]
Full	Name	(Last nar	ne first, if	individua	l)		<u>.                                    </u>		<u></u>				
Not	Applic	able											
Bus	iness or	r Residen	ce Addres	s (Numbe	r and Stree	t, City, Sta	ate, Zip Co	ode)	<u></u>				
N.T.	6.4		ID 1	<b>5</b> 1									
Nan	ne of A	ssociated	Broker o	Dealer									
					ited or Inte						<del></del>		<del> </del>
(Ch	eck "Al	I States"	or check i	ndividual	States)							A	II States
[AL	.]	[AK]	[AZ]	[AR]	[CA]	[CO]	[CT]	[DE]	[DC]	[FL]	[GA]	[HI]	[ID]
[IL]		[IN]	[IA]	[KS]	[KY]	[LA]	[ME]	[MD]	[MA]	[MI]	[MN]	[MS]	[MO]
[M]	-	[NE]	[NV]	[NH]	[NJ]	[NM]	[NY]	[NC]	[ND]	[OH]	[OK]	[OR]	[PA]
IRII	1	[SC]	[CD]	ITND	(TY)	[TTT]	IVTI	[VA]	TW A 1	rwvi	rwn	(WV)	[DD]

(Use blank sheet, or copy and use additional copies of this sheet, as necessary.)

	C. OFFERING PRICE, NUMBER OF INVESTORS, EXPENSES AND USE O	F PROCEEDS	
1.	Enter the aggregate offering price of securities included in this offering and the total amount already sold. Enter "0" if answer is "none" or "zero." If the transaction is an exchange offering, check this box $\square$ and indicate in the columns below the amount of securities offered for exchange and already exchanged.		
	••	Aggregate Offering Price	Amount Already Sold
	Debt\$		\$
	Equity\$  ☑ Common □ Preferred	113,228,031	\$ <u>113,228,031</u>
	Convertible Securities (including warrants)		\$
	Partnership Interests\$		\$
	Other (Specify:)		\$
	Total\$	113,228,031	\$ <u>113,228,031</u>
	Answer also in Appendix, Column 3, if filing under ULOE.		
2.	Enter the number of accredited and non-accredited investors who have purchased securities in this offering and the aggregate dollar amounts of their purchases. For offerings under Rule 504, indicate the number of persons who have purchased securities and the aggregate dollar amount of their purchases on the total lines. Enter "0" if answer is "none" or "zero."	Number	Aggregate
		Investors	Dollar Amount of Purchases
	Accredited Investors		\$ <u>113,228,031</u>
	Non-accredited Investors		\$0.00
	Total (for filings under Rule 504 only)		\$
3.	If this filing is for an offering under Rule 504 or 505, enter the information requested for all securities sold by the issuer, to date, in offerings of the types indicated, in the twelve (12) months prior to the first sale of securities in this offering. Classify securities by type listed in Part C - Question 1.	m 6	
	Type of offering	Type of Security	Dollar Amount Sold
	Rule 505	•	\$
	Regulation A		\$
	Rule 504		\$
	Total		\$
4.	a. Furnish a statement of all expenses in connection with the issuance and distribution of the securities in this offering. Exclude amounts relating solely to organization expenses of the issuer. The information may be given as subject to future contingencies. If the amount of an expenditure is not known, furnish an estimate and check the box to the left of the estimate.		
	Transfer Agent's Fees		\$3,500
	Printing and Engraving Costs	X	\$42,000
	Legal Fees		\$ 779,500
	Accounting Fees		\$ 75,000
	Engineering Fees		\$
	Sales Commissions (specify finders' fees separately)		\$ 673,890
	Other Expenses (identify) Road show expenses		\$ 100,000
	Total		
	1 Utal	🖴	\$ <u>1,673,890</u>

	C. OFFERING PRICE, NUMBER OF INVESTORS, EXPENSES AND USE C	F PROCEED	<u>S</u>
	b. Enter the difference between the aggregate offering price given in response to Part C Question 1 and total expenses furnished in response to Part C - Question 4.a. This difference is the "adjusted gross proceeds to the issuer."	-	\$ <u>111,554,14</u>
5.	Indicate below the amount of the adjusted gross proceeds to the issuer used or proposed to be used for each of the purposes shown. If the amount for any purpose is not known, furnish an estimate and check the box to the left of the estimate. The total of the payments listed must equal the adjusted gross proceeds to the issuer set forth in response to Part C - Question 4.b above.	<b>;</b>	& Payments to Others
	Salaries and fees	\$_	□ \$
	Purchase of real estate***		
	Purchase, rental or leasing and installation of machinery and equipment		
	Construction or leasing of plant buildings and facilities	\$	
	Acquisition of other businesses (including the value of securities involved in this offering that may be used in exchange for the assets or securities of another issuer pursuant to a merger	\$	□ <b>\$</b>
	Repayment of indebtedness		□ \$ <u>105,616,381</u>
	Working capital	\$	ቜ \$250,000
	Other (specify):	\$	□ \$
	Column Totals	\$6,687,760	<u>105,866,381</u>
	Total Payments Listed (column totals added)	🗆 🤋	<u> 112,554,141****</u>
	*** 6.687.760 was used to nurchase 3 real estate related investments from Arbor Comme	rcial Mortgac	ia IIC

<sup>\*\*\* 6,687,760</sup> was used to purchase 3 real estate related investments from Arbor Commercial Mortgage, LLC

<sup>\*\*\*\*</sup>Total Payments Listed (\$112,554,141) exceeds the adjusted gross proceeds to the issuer listed in response to Part C-Question 4b (\$111,554,141) by \$1,000,000 because \$1,000,000 of the total expenses of the offering listed in response to Part C-Question 4a (\$1,673,890) are estimated expenses which have not yet been paid. The issuer will pay the estimated expenses of the offering by borrowing amounts available under its financing facilities.

### D. FEDERAL SIGNATURE

The issuer has duly caused this notice to be signed by the undersigned duly authorized person. If this notice is filed under Rule 505, the following signature constitutes an undertaking by the issuer to furnish to the U.S. Securities and Exchange Commission, upon written request of its staff, the information furnished by the issuer to any non-accredited investor pursuant to paragraph (b)(2) of Rule 502.

Issuer (Print or Type)	Signature	Date		
Arbor Realty Trust, Inc.	/s/ Frederick C. Herbst	July 11, 2003		
Name of Signer (Print or Type)	Title of Signer (Print or Type)			
Frederick C. Herbst	Chief Financial Officer, Treasurer and Secretary			

### **ATTENTION**

Intentional misstatements or omissions of fact constitute federal criminal violations. (See 18 U.S.C. 1001.)

 E. STATE SIGNATURE		
Is any party described in 17 CFR 230.262 presently subject to any of the disqualification provisions of such rule?	Yes	No 🗷

See Appendix, Column 5, for state response.

- 2. The undersigned issuer hereby undertakes to furnish to any state administrator of any state in which this notice is filed, a notice on Form D (17 CFR 239.500) at such times as required by state law.
- 3. The undersigned issuer hereby undertakes to furnish to the state administrators, upon written request, information furnished by the issuer to offerees.
- 4. The undersigned issuer represents that the issuer is familiar with the conditions that must be satisfied to be entitled to the Uniform limited Offering Exemption (ULOE) of the state in which this notice is filed and understands that the issuer claiming the availability of this exemption has the burden of establishing that these conditions have been satisfied.

The issuer has read this notification and knows the contents to be true and has duly caused this notice to be signed on its behalf by the undersigned duly authorized person.

Issuer (Print or Type)	Signature	Date
Arbor Realty Trust, Inc.	/s/ Frederick C. Herbst	July 11, 2003
Name of Signer (Print or Type)	Title of Signer (Print or Type)	
Frederick C. Herbst	Chief Financial Officer, Treasurer ar	nd Secretary

#### Instruction:

Print the name and title of the signing representative under his signature for the state portion of this form. One copy of every notice on Form D must be manually signed. Any copies not manually signed must be photocopies of the manually signed copy or bear typed or printed signatures.

## APPENDIX

1	2 3			5						
	Intend to non-a investor	to sell ccredited s in State -Item 1)	Type of security and aggregate offering price offered in state (Part C-Item 1)		Type of investor and amount purchased in State (Part C-Item 2)				Disqualification under State ULOE (if yes, attach explanation of waiver granted) (Part E-Item 1)	
State	Yes	No		Number of Accredited Investors	Accredited Non-Accredited				No	
AL										
AK										
AZ										
AR								L		
CA		X	Common/ \$102,022,108	13	\$102,022,108	0	0		Х	
СО										
CT		X	Common/\$1,001,250	1	\$1,001,250	0	0		X	
DE										
DC										
FL	-									
GA										
HI										
ID		-								
IL										
IN										
IA										
KS	·									
KY				-						
LA										
ME										
MD		X	Common/\$3,000,000	2	\$3,000,000	0	0		X	
МА		X	Common/\$49,950	1	\$49,950	0	0		X	
MI					·					
MN										
MS										
МО										

## APPENDIX

1	2								5 ification
	to non-a	to sell ccredited s in State -Item 1)	Type of security and aggregate offering price offered in state (Part C-Item 1)		under State ULOE (if yes, attach explanation of waiver granted) (Part E-Item 1)				
State	Yes	No		Number of Accredited Investors	Amount	Number of Non-Accredited Investors	Amount	Yes	No
MT									
NE	*								
NV									
NH		X	Common/\$150,000	1	\$150,000	0	0		X
NJ		Х	Common/\$648,750	2	\$648,750	0	0		Х
NM							_		
NY		X	Common/\$5,518,523	24	\$5,518,523	0	0		х
NC									
ND									
ОН		X	Common/\$487,500	2	\$487,500	0	0		X
OK									
OR									
PA									
RJ									
SC								<u></u>	
SD					<u>., ., ., ., ., ., ., ., ., ., ., ., ., .</u>				
TN									
TX									
UT								· · · · · · · · · · · · · · · · · · ·	
VT								·	
VA									
WA		X	Common/\$349,950	1	\$349,950	0	0		X
WV									
WI									
WY									
PR				<u> </u>					